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TAGS: ETRN, FR

SUBJECT: CIVAIR - CONSULTATIONS

REF: PARIS 5939

1. SUMMARY TALKS ENDED INCONCLUSIVELY MARCH 14 AFTER TWO DAYS OF EXAMINING: (1) TRAFFIC STATISTICS; (2) ROUTE EVALUATION METHODOLOGY; (3) FRENCH ROUTE EXCHANGE PROPOSAL, AND; (4) CHARTER OPERATIONS. US DEL PLEDGED TO UPDATE STATISTICS THROUGH CALENDAR 1972, TO STUDY ROUTE PROPOSALS, AND TO BE IN TOUCH WITH FRENCH TOWARD END OF SUMMER. END SUMMARY.

2. IN ORDER HARMONIZE STATISTICAL PRESENTATIONS, CAB AND SGAC EXPERTS AGREED TO PREPARE SUMMARIES OF TRAFFIC STATISTICS THROUGH CALENDAR YEAR 1972, TO INCLUDE BREAKDOWN BY REGIONAL MARKETS AND ACTUAL NUMBERS OF PASSENGERS. BOTH PRESENTATIONS WILL INCLUDE RESULTS OF CHARTER OPERATIONS, BUT US DEL MADE CLEAR USG CANNOT ACCEPT FRENCH POSITION THAT, IN LOOKING AT ROUTE REQUESTS UNDER BILATERAL, TWO
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SIDES SHOULD TAKE INTO CONSIDERATION RESULTS OF BOTH SCHEDULED OPERATIONS, WHICH ARE GOVERNED BY BILATERAL, AND CHARTER OPERATIONS, WHICH ARE NOT. (CAB WILL SEPERATE CHARTER AND SCHEDULED SUMMARIES.) BOTH SIDES AGREED THAT NEW REPORTING PROCEDURE BY TWA AT ORLY SHOULD CLEAR UP STATISTICAL DISCREPANCIES WHICH COMPLICATED PREVIOUS DISCUSSIONS ON WEST COAST- PARIS TRAFFIC.

3. IN DISCUSSION ON METHODOLOGY FRENCH LIMITED COMMENTS ESSENTIALLY TO EXPORT OPPORTUNITY ARGUMENT AND ROLE OF 6 TH FREEDOM. FRENCH TERMED "UNACCEPTABLE" US POSITION THAT EXPORT OPPORTUNITIES MUST BE CONSIDERED WHEN ASSESSING VALUE OF ROUTE EXCHANGES. USDEL INSISTED THAT SALE OF TICKET BY FOREIGN AIRLINE TO US CITIZEN HAS PRECISELY SAME COMMERCIAL EFFECT AS PURCHASE OF GOODS BY US CITIZEN FROM FOREIGN FIRM. IN RESPONSE FRENCH ASSERTION THAT BALANCE OF PAYMENTS CONSIDERATIONS NOT RPT NOT RELEVANT TO AVIATION BILATERALS, USDEL STATED THAT DEFENSE OF INTERNATIONAL MONETARY POSITION IS CONCERN OF ALL STATES, AND THAT, ALTHOUGH MAIN STRESS IN US POLICY IS ON TRADE, ACTION IN FIELD OF SERVICES IS ALSO IMPORTANT. RE 6 TH FREEDOM FRENCH SAID THERE WAS NO BASIS FOR SUCH SERVICE IN ROUTE SCHEDULE SO COULD NOT ACCEPT CONCEPT FOR ROUTE EVALUATION.

4. FRENCH RECOGNIZED NO POSSIBILITY OF US ACTION ON MAJOR ROUTE REQUESTS TABLED IN EARLIER TALKS BUT TABLED PROPOSAL FOR EXCHANGE OF ROUTES IN SOUTH PACIFIC (COPIES CARRIED PARIS BY CAA WILLIAM MILLER). USDEL SAID FRENCH PROPOSAL, WHICH INCLUDES ROUTES FROM TAHITI TO TOKYO AND VANCOUVER VIA HONOLULU, CLEARLY DID NOT RPT NOT PROVIDE REASONABLE BASIS FOR EXCHANGE, BUT NEVERTHELESS UNDERTOOK TO STUDY PROPOSALS AND NOTIFY FRENCH WHEN, AND IF, USG ABLE TO MAKE COUNTER PROPOSAL FOR LIMITED AND EQUITABLE EXCHANGE OF LOCAL SOUTH PACIFIC ROUTES. USDEL SAID VIEWS WILL BE COMMUNICATED TO FRENCH IN TANDEM WITH CAB REVIEW OF STATISTICS, PROBABLY IN LATE SUMMER OR EARLY FALL.

5. DELEGATIONS DISCUSSED FRENCH THEORY THAT IN CIVAIR CONSULTATIONS TWO SIDES MUST LOOK AT CHARTER OPERATIONS AND SCHEDULED SERVICES AS PARTS OF WHOLE AVIATION PICTURE. US DEL OUTLINED US POLICY OBJECTIONS CONTAINED IN PRESIDENT'S 1970 POLICY STATEMENT AND POINTED OUT LOGICAL INCONSISTENCY LIMITED OFFICIAL USE

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IN FRENCH POSITION, NAMELY, THAT FRENCH ARE ASKING USG TO

CONSIDER CHARTER OPERATIONS, WHICH ARE CARRIED OUT ON BASIS UNILATERAL RULES, AS PART OF US- FRENCH BILATERAL CIVAIR PICTURE FOR FINANCIAL PURPOSES, BUT INSIST THAT FOR POLICY REASONS THEY NOT RPT NOT ABLE TO ACCEDE TO US PROPOSAL TO REGULARIZE CHARTERS UNDER A US- FRENCH BILATERAL.

6. DELEGATIONS ALSO MADE SEVERAL TECHNICAL REVISIONS IN UNDERSTANDING RE ABC/ TGC RULES WHICH INITIALED AD REFERENDUM IN PARIS ON FEBRUARY 16. WE ANTICIPATE THIS WILL BE FORMALLY SIGNED IN WEEK OR SO. ROGERS

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